

Message Text

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ACTION OPIC-12

INFO OCT-01 AF-10 ISO-00 L-03 IGA-02 AID-20 CIAE-00

COME-00 EB-11 FRB-02 INR-10 NSAE-00 TRSE-00 XMB-07

SP-03 CIEP-02 LAB-06 SIL-01 OMB-01 /091 W

----- 102524

R 311102Z MAY 74

FM AMEMBASSY ABIDJAN

TO SECSTATE WASHSC 8673

INFO AMEMBASSY BAMAKO

AMEMBASSY COTONOU

AMEMBASSY OUAGADOUGOU

AMEMBASSY NIAMEY

AMEMBASSY NOUAKCHOTT

AMEMBASSY LUSAKA

AMEMBASSY NAIROBI

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DEPT PASS OPIC

E O 11652: NA

TAGS: OTRA, EFIN

SUBJ: TAW OPERATION IN WEST AFRICA

REF: ABIDJAN 2685

1. MAY 29 E/C CHIEF DISCUSSED WITH FRANK SAVAGE, TAW
EXECUTIVE VICE PRESIDENT, RESULTS OF HIS ABIDJAN VISIT
TO INSPECT TAW WEST AFRICA OPERATION. SAVAGE STATED TAW
MAKING GRATIFYING PROGRESS TOWARD RESOLVING TAW
FINANCIAL DIFFICULTIES. TAW HAS WORKED OUT FINANCIAL
ARRANGEMENT WITH ITS MAJOR CLIENT, TRANSPORT POOL IVOIRE
(TPI), WHICH WILL PAY ARREARAGE TO TAW ON SNSTALLMENTS;
FIRST PAYMENT (SUM UNDISCLOSED) HAS BEEN MADE. SAVAGE
COMMENTED THAT TAW HAS MADE A NUMBER OF MISTAKES IN
THE PAST, WILL NO LONGER CONTINUE TO SERVE AS "DEVELOPMENT
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FUND," AND WILL PRESS HARD TO OBTAIN PAYMENT OF ACCOUNTS

RECEIVABLE.

2. IN MAY 30 CONVERSATION, LUCAS ALDEN (SEE REFTEL) SAID TAW'S OPERATION AT PRESENT WAS "SO SO." AFTER TWO WEEK FACT FINDING TRIP, ALDEN RETURNING TO U.S. WHERE MEETING OF CREDITORS AND TAW OFFICIALS SCHEDULED TO TAKE PLACE WITHIN NEXT TWO WEEKS TO DETERMINE FUTURE COURSE OF ACTION. HE STATED TAW FINANCIAL SITUATION IS IMPROVING; MAJOR PROBLEM IS THAT TPI OFFICIALS "DO NOT KNOW HOW TO RUN A TRUCKING COMPANY." TPI NEEDED TO SOLICIT BUSINESS MORE AGGRESSIVELY, THEREBY GENERATING INCOME TO PAY DEBTS OWED TAW.

3. COMMENT: TAW FINANCIAL SITUATION IS APPARENTLY STILL TENUOUS. EMBASSY HOPES TAW WEST AFRICAN OPERATION SOMEHOW CAN BE PUT ON VIABLE BASIS; TAW'S DEMISE WOULD MEAN VICTORY FOR THOSE WHO HAVE ACTIVELY OBSTRUCTED TAW'S OPERATION, E.G., LOCAL TRUCK SALESMAN, AND THOSE WHO HAVE DENIGRATED ABILITY OF AMERICAN COMPANY TO CRACK FRENCH/EUROPEAN HOLD ON WEST AFRICAN TRANSPORT MARKET.
SMITH

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NNN

Message Attributes

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